

Message Text

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INFO AMCONSUL KARACHI

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UNCLAS ISLAMABAD 5193

E.O. 11652: N/A

TAGS: BEXP, PK

SUBJ: MAJOR PROJECTS: LOWARI TUNNEL

REF: ISLAMABAD 4782

SUMMARY: INGERSOLL-RAND (I-R) TEAM VISITED LOWARI TUNNEL ORGANIZATION HEADQUARTERS JUNE 6 AND BELIEVE ALL MISUNDERSTANDING HAS BEEN RESOLVED. I-R REPS EXPRESSED CONCERN OVER WHAT THEY SEE AS JAPANESE DUMPING OF COMPRESSORS IN PAKISTAN. END SUMMARY.

1. GRANT RISCH, I-R VICE PRESIDENT, TOGETHER WITH HIS REGIONAL AND PAKISTAN REPS, CALLED ON ECON/COMM COUNSELOR AND ECONOFF JUNE 6 TO EXPLAIN MISUNDERSTANDING DESCRIBED REFTEL. I-R HAS BEEN WORKING HARD FOR THREE YEARS ON THIS POTENTIALLY BIG SALE TO LTO AND IS COMPLETELY UP-TO-DATE IN SUBMITTING ITS BIDS. PROBLEM AROSE WHEN AT REQUEST OF BRIGADIER BUTT, LTO PROJECT MANAGER, I-R AGREED TO ARRANGE FOR AND FINANCE A SPECIAL ENGINEERING STUDY OF THE TUNNEL PROJECT, A KIND OF STUDY I-R DOES NOT NORMALLY PROVIDE ITS CLIENTS. THE AMERICAN CONSULTING ENGINEER, AFTER A VISIT TO PAKISTAN LAST MARCH, PROMISED TO SUBMIT THE STUDY IN TIME FOR I-R AND OTHER US FIRMS CONTINUE TO STAND

EXCELLENT CHANCE OF COMPETING FOR LTO ORDERS THIS COMING FISCAL YEAR.

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3. DURING MEETING WITH EMBOFFS, RISCH EXPRESSED CONCERN
OVER WHAT HE DESCRIBED AS JAPANESE DUMPING OF COMPRESSOR
EQUIPMENT IN PAKISTAN'S GROWING MARKET. HE CLAIMED THAT
TWO JAPANESE FIRMS WERE OFFERING COMPRESSORS AT HALF THEIR
USUAL PRICES AND ONE-THIRD I-R PRICES. WHILE I-R PRICES
FOR COMPRESSORS WERE DOLS12,000-DOLS14,000, AND THOSE OF THESE
JAPANESE FIRMS NORMALLY DOLS10,000-DOLS12,000, THESE FIRMS
WERE NOW OFFERING THEIR EQUIPMENT AT DOLS4,000-DOLS6,000.
ECON COUNS SUGGESTED THAT RISCH PRESENT ALL FACTUAL MATERIAL
HE COULD GATHER TO USDOC OR STATE DEPT UPON HIS RETURN
TO US.
BYROADE

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